

## US EXECUTIVE APPROVAL FORM

**CUSTOMER NAME:** Ameritrade Holding Corporation

**HQAPP:**

10k je to consulting

**TIER 3 Requests:**

1. Store + 20% (20% → 40%)

**SECTION II – Deal Summary:**

Deal Summary	
Programs	Purchasing Intelligence iSupplier Portal Sourcing Project Costing Project Contracts Tutor for Apps Tutor Self Service
License Discount	40% (ebiz + 20%)
Support Discount	40% (ebiz + 20%)
Comp & Admin Discount	NA
Phased Implementation for Comp & Admin?	See checklist below and forward a spreadsheet to NASINFO/OGEHINFO
Subset of Users	See checklist below and forward a spreadsheet to NASINFO/OGEHINFO
Support Options/Holds	NA
Price Holds	NA
List License	<b>\$492,946</b>
List Support	<b>\$108,448</b>
List Comp & Admin	NA
Net License	<b>\$345,062</b>
Net Support	<b>\$75,914</b>
Net Comp & Admin	NA
Net Total Price	<b>\$420,975.88</b>
Price List Used	March 7, 2003

Customer History - Existing Price Holds	
Existing contractual discount (price hold)	NA
Date of Price List for price hold	NA
When does price hold expire?	NA
Price hold program categories (database, server, erp, crm, hr/payroll, app suite)	NA
Name of Agreement if applicable	NA



**SECTION III - Justification:**

Significantly grow the Oracle marketshare and box out Peoplesoft at Ameritrade. (They are also a Peoplesoft shop) They historically have received 33% discount. Contracts at 30% discount, \$10,000 JE to OC. Q4 deal.

OCS presented a \$60k proposal for a 'best practices' study to be conducted in the April-May timeframe. We also presented a license proposal for related products at the same time and told the customer the license team would 'fund' \$10k of the consulting agreement if the customer would execute the license deal in the April timeframe. We felt this was a better incentive to offer because it showed real value to the customer and keeps the license discount lower in the eyes of the customer.

**Recommendation:** *(leave blank for HQAPP to fill out)*

**Submitted By:** Sean T. Slattery, ASM W402-778-5072/C402-319-1560  
Ken Feeney, RM / Matt Mills, AVP

**Field RM name if submitted by iSD:**

R: *(leave blank for HQAPP to fill out)*

C:

L:

A:

BP:

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**PLEASE NOTE THAT HQAPP WILL NOT REVIEW ANYTHING BELOW AND NOTHING BELOW WAS CONSIDERED FOR THEIR APPROVAL. ONLY DETAILS IN THE REQUEST SECTION (SECTION I) ABOVE WERE CONSIDERED IN THE APPROVAL GRANTED.**

**SECTION V – Ordering Document Details****Instructions - Fill in all sections completely.****APPROVAL REQUIREMENTS** - Refer to the Approval Matrix at <http://esource.oraclecorp.com>**PRICING REQUIREMENTS** – Refer to Price List and Price List Supplement for minimums and prerequisites.**PRICING SPREADSHEET** – Include a pricing spreadsheet showing all products, quantities, license types, pricing, and discounts. Indicate if discount for drafting contract differs from approved discount.**MIGRATIONS** - If your deal contains a migration, you must submit a Migration Worksheet to the ELM (eBusiness License Migrations) team. Refer to <http://nafo.us.oracle.com> under the Contract Management tab and e-Business License Migrations header to download the spreadsheet and for additional information.**Note: All business approvals & quotes are valid through the quarter they were approved, unless a formal RFP or Tender requires a longer validity period.**

General Information	
Contract requested by (insert date): After all approvals are obtained - Allow 24 hours for standard contracts and 48 hours for non-standard contracts.	03/20/03
Opportunity I.D. (OSO Number):	946943
Is this a ship order?	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
Deal Structure (indicate Direct, Pass-Through, Sublicense, or Trial License):	Direct
Is this deal the result of a compliance issue that LMS has been involved in?	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
Does deal contain new licenses with an <i>approved</i> non-supported license type (i.e. metric is not nor ever has been on Oracle's price list):	<input type="checkbox"/> Yes (specify non-supported license type and eBusiness license type used to determine conversion) <input checked="" type="checkbox"/> No
Quote Valid Through (insert date):	May 30, 2003
Partner (insert name, if applicable)?	Margin or % of net license fees <input type="checkbox"/> NA <input type="checkbox"/>
VAD (insert name, if applicable)?	Margin or % of net license fees <input type="checkbox"/> NA <input type="checkbox"/>
PARTNER PAYMENT: If this is a direct deal, does it involve a Partner Referral Fee?	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
If yes, specify payment type:	<input type="checkbox"/> Applications Affiliate Fee <input type="checkbox"/> ROP Fee (GB Use Only)
MIGRATIONS OR UPDATES:	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
PREMIUM SERVICES:	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
INCIDENT PACKS:	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
INTERNATIONAL: Requires an International Notification Form to be forwarded to your manager, contract specialist, and NASINFO or OGEHINFO.	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
Payment Terms:	<input checked="" type="checkbox"/> Net 30 <input type="checkbox"/> Other (Specify) _____
Referenced Agreement:	<input type="checkbox"/> New OLSA <input checked="" type="checkbox"/> Other (Specify) <input type="checkbox"/> Existing SLSA 06/10/96, amended 05/07/99

Customer and Administrative Information – all fields must be filled in	
<b>Customer's EXACT Legal Name:</b>	<b>Ameritrade Holding Corporation</b>
Business Address:	4211 South 102 <sup>nd</sup> Street
City / State / Zip:	Omaha, NE 68127
Customer Contract Admin:	Steve Harper
Phone #:	402-827-8828
Fax #:	402-827-8623
E-mail ID:	<a href="mailto:sharper@ameritrade.com">sharper@ameritrade.com</a>
<b>Billing Contact:</b>	Steve Harper
(Partner/VAD if Indirect):	NA
Address:	4211 South 102 <sup>nd</sup> Street
City / State / Zip:	Omaha, NE 68127
Phone #:	402-827-8828
Fax #:	402-827-8623
E-mail ID:	<a href="mailto:sharper@ameritrade.com">sharper@ameritrade.com</a>
Tax Status :	Exempt <input type="checkbox"/> (Need certificate for ship to state if not on Oracle's Tax Exemption Log)
	Non-Exempt <input checked="" type="checkbox"/>
<b>Shipping Contact:</b>	Dave Reiff
Address:	10820 Farnam Drive
City / State / Zip:	Omaha, NE 68154
Phone #:	402-697-6232
Fax #:	402-697-6304
E-mail ID:	<a href="mailto:dreiff@ameritrade.com">dreiff@ameritrade.com</a>
<b>Technical Support Contact:</b>	Dave Reiff
Address:	10820 Farnam Drive
City / State / Zip:	Omaha, NE 68154
Phone #:	402-697-6232
Fax #:	402-697-6304
Email ID:	<a href="mailto:dreiff@ameritrade.com">dreiff@ameritrade.com</a>
<b>Partner Name (Indirect):</b>	NA
Address:	
City / State / Zip:	
Contact Admin:	
Phone #:	
Fax #:	
E-mail ID:	

Education (EPPC)	
Education Prepaid Credit Amount:	\$ <u>0</u>
Education Discount:	<u>    </u> %
Education Revenue:	\$ <u>                    </u>
Education Sales Rep:	

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**PROCESSOR/NAMED USER PROGRAMS/COMPUTER PROGRAMS (REQUIRED INFORMATION)**

Make and Operating System required for each program:

Make:     HP

OS:       HP UX

PROGRAMS:

<u>Product</u>	<u>QTY</u>
Purchasing Intelligence	26,827
iSupplier Portal	150
Sourcing	5
Project Costing	20
Project Contracts	10
Tutor for Apps	27
Tutor Self Service	500

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Applications			
Will applications be modified:	Yes	<input checked="" type="checkbox"/> X	No
Will users be accessing modified Apps from the web:	Yes	<input checked="" type="checkbox"/> X	No
Have all prerequisites been included:	<input checked="" type="checkbox"/> X	Yes	No
Will users use Fast Forward RPM:	Yes	<input checked="" type="checkbox"/> X	No
Will applications be hosted:	Yes	<input checked="" type="checkbox"/> X	No
Indicate database that Apps will run on:			
Indicate CSI for existing prerequisite database and tools:			

Options not requiring HQAPP, Tier 1, or Tier 2 Approval	
(1)	
(2)	
(3)	
(4)	

Internal Administrative Information
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Applications Sales Manager	Sean T. Slattery, 402-778-5072/sean.slattery@oracle.com
Technology Sales Manager	Michelle Gilbertsen
Account Manager	Sean T. Slattery, 402-778-5072/sean.slattery@oracle.com
iSD Rep	Shashi Advani
Education Sales Rep	Sean T. Slattery, 402-778-5072/sean.slattery@oracle.com
Support Renewals Rep	NA
Premium Support Rep	NA
Migrations Manager	NA
Is there a teaming agreement?	<input type="checkbox"/> Yes (if yes, list all appropriate reps) <input checked="" type="checkbox"/> No
Requester:	Name: Sean T. Slattery, sean.slattery@oracle.com Business Telephone: 402-778-5072 Cell Phone: 402-3191560